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Akanksha Power and Infrastructure Ltd.

CIN : U40104MH2008PLC184149

MSME : UDYAM-MH-23-0014661

To,
National Stock Exchange of India Limited
Exchange Plaza, C - 1, Block - G,
Bandra Kurla Complex,
Bandra (East), Mumbai – 400 051

Date: 31/08/2024

Scrip Symbol – AKANKSHA

Sub: Investor Presentation for the Month of March 2024.

Dear Sir,

Ref: Update under Regulation 30 of the SEBI (Listing Obligations and Disclosure Required) Regulations, 2015

With reference to the above captioned subject, we Akanksha Power And Infrastructure Limited, hereby submits the Update Investor Presentation for all our stakeholders of the company and public at large the Investor Presentation for the March 2024.

This aforesaid presentation will also be made available on the companies' website.

We request you to kindly take the same on your records.

Thanking you,

Yours faithfully,

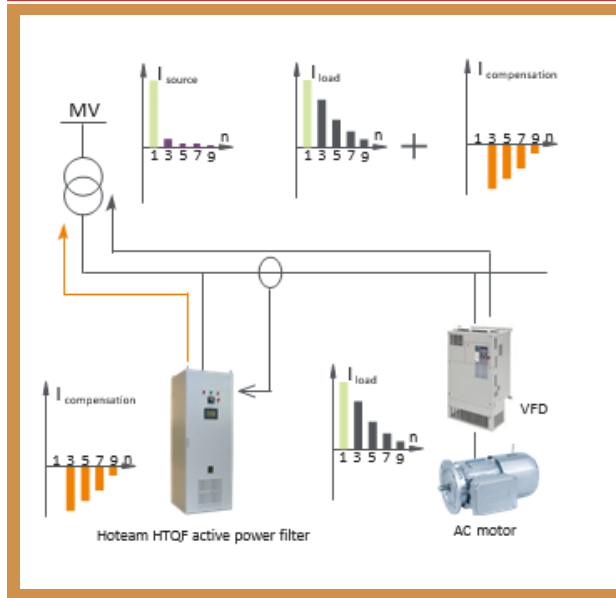
For **Akanksha Power and Infrastructure Limited**

Bipin Dasmohapatra
Managing Director
DIN: 01844092

INVESTOR PRESENTATION



Q-Quality
C-Cost
D-Delivery



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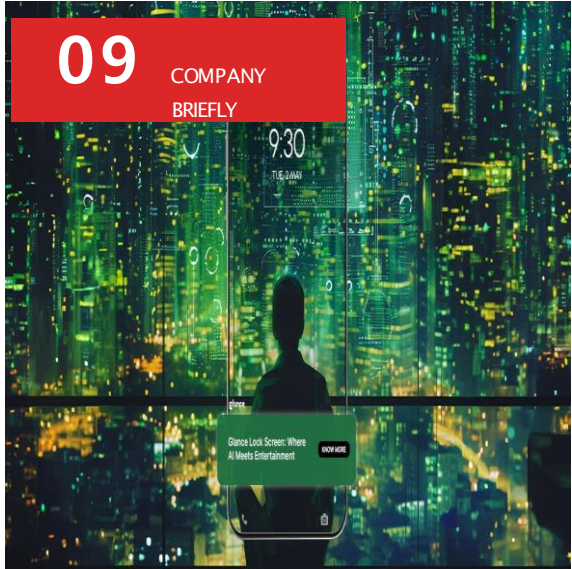
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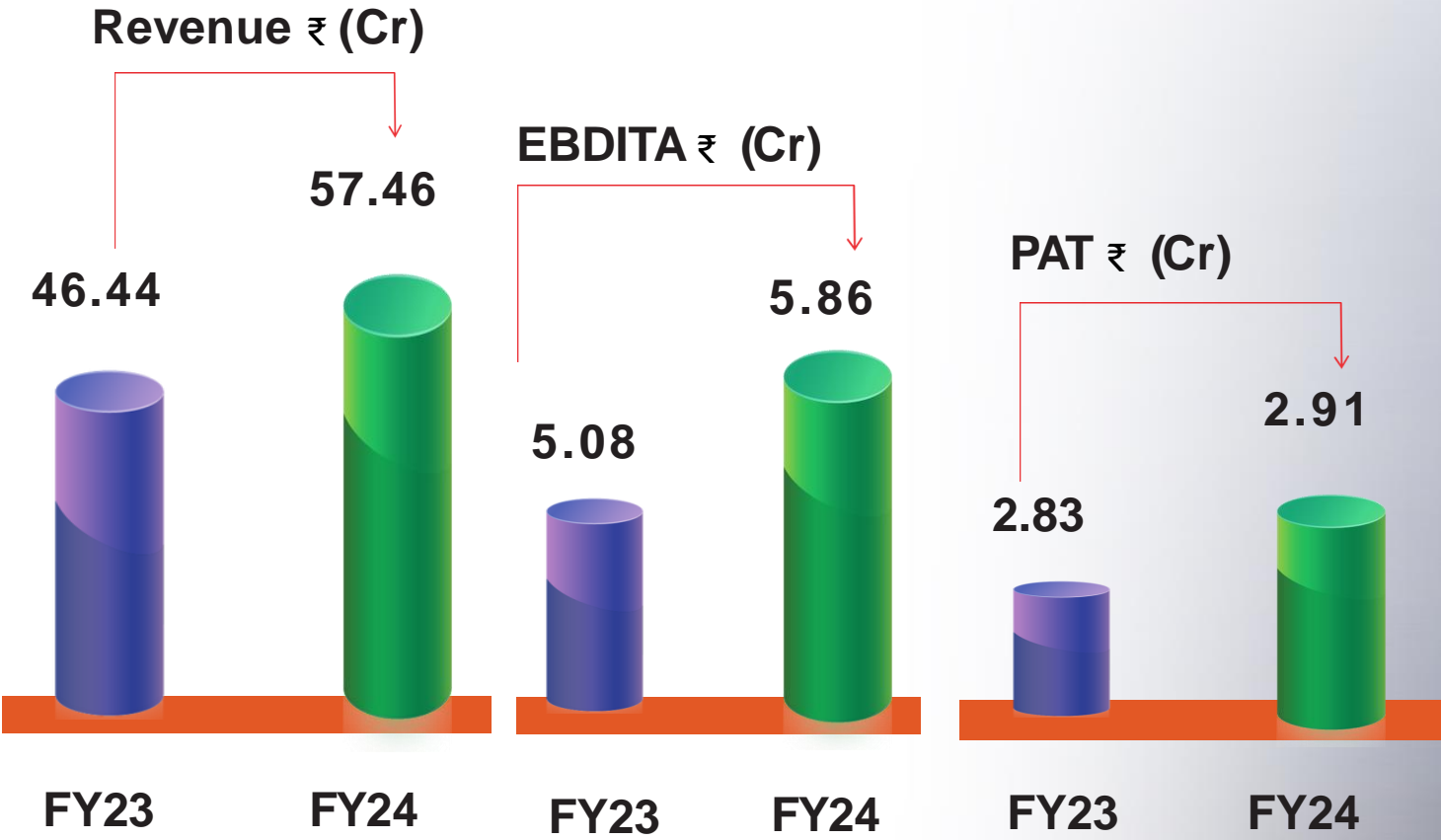
**Safe
Harbour**

Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. This presentation contains certain forward-looking statements concerning the Company’s future business prospects and business profitability, which are subject to a few of risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition.

The Company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.

Index of this presentation





FINANCIAL SNAPSHOT



Profit & Loss Statement

In ₹ crore

Particulars	FY24	FY23	%
Revenue	56.53	46.09	
Other Income	0.93	0.35	
Total Income	57.46	46.44	↑ 23.73 %
Raw Material Expenses	30.36	31.87	
Employee cost	14.76	8.69	
Other expenses	5.22	3.80	
EBITDA	5.86	5.08	↑ 15.35%

The company is focused on products in Power quality solution (PQS) and Z utility metering products-Energy, Water & Gas.

Total revenue for the year reached ₹ 57.46 Cr, with a PAT margin of ₹ 2.92 Cr marking a 23 % increase from the previous year. Sustaining high double-digit growth in revenue and PBDIT.

India is witnessing a Huge growth in the smart Energy meter. The Government of India is seized on AT&C loss issue and DISCOM health hence is pushing DISCOMs to introduce more power quality solution to be installed in the system. This is expected to give further boost to the Products and services of APIL company.

The Company has projected ₹ 80 Cr sales for the FY 2024-25, against this projection the company has confirmed top line of ₹ 82.00 Cr. (including unexecuted orders in hand to be executed before 31st March 2025. However, the company has eying to cross 3 digit during this FY.



Management View

Collaborations

Technology Collaboration with ADD Group, Moldova for water and electricity Meters.

EMS and Power quality meters tie-up with JANITZA, Germany

Collaboration to supply meters and PQS products to Russia, through MATRITCA

KEY TECHNICAL PARTNERSHIPS

Recent

TDK - Japan (*TDK India Pvt. Ltd.*)
Technology Partnership for Power Quality Solutions.

Combined expertise in Power quality solutions, further planning to expand in this PQS business.



Board of Directors



Dr Rabi Narayan Bastia
Chairman and
Independent Director

Padmashree awardee a Veteran Geologist, PHD in Petroleum. Over 40+ years of work experience in OIL and GAS Industry.



Bipin B Dasmohapatra
Managing Director

has 23+ years of experience in managing business operations & financial aspects of diversified sectors including the electrical equipment industry.



M M Babu Narayan
Independent Director

has 35+ years of work experience in system planning designing & operation of Extra-High Voltage/ High Voltage Transmission along with Distribution systems.



Chaitali B Dasmohapatra
Director

has 13 years of experience Post Graduation in Commerce Intermediate from Institute of Works Accountants of India



Suresh G
Non-Executive Director

has 15 years of experience, he is one of the person of having total experience in in PQS Solution Marketing.

Seasoned Promoters,
Management Team, and
a proficient workforce.

Steady and loyal
customer base.

Sustained Excellence in
Quality and Service
Standards.

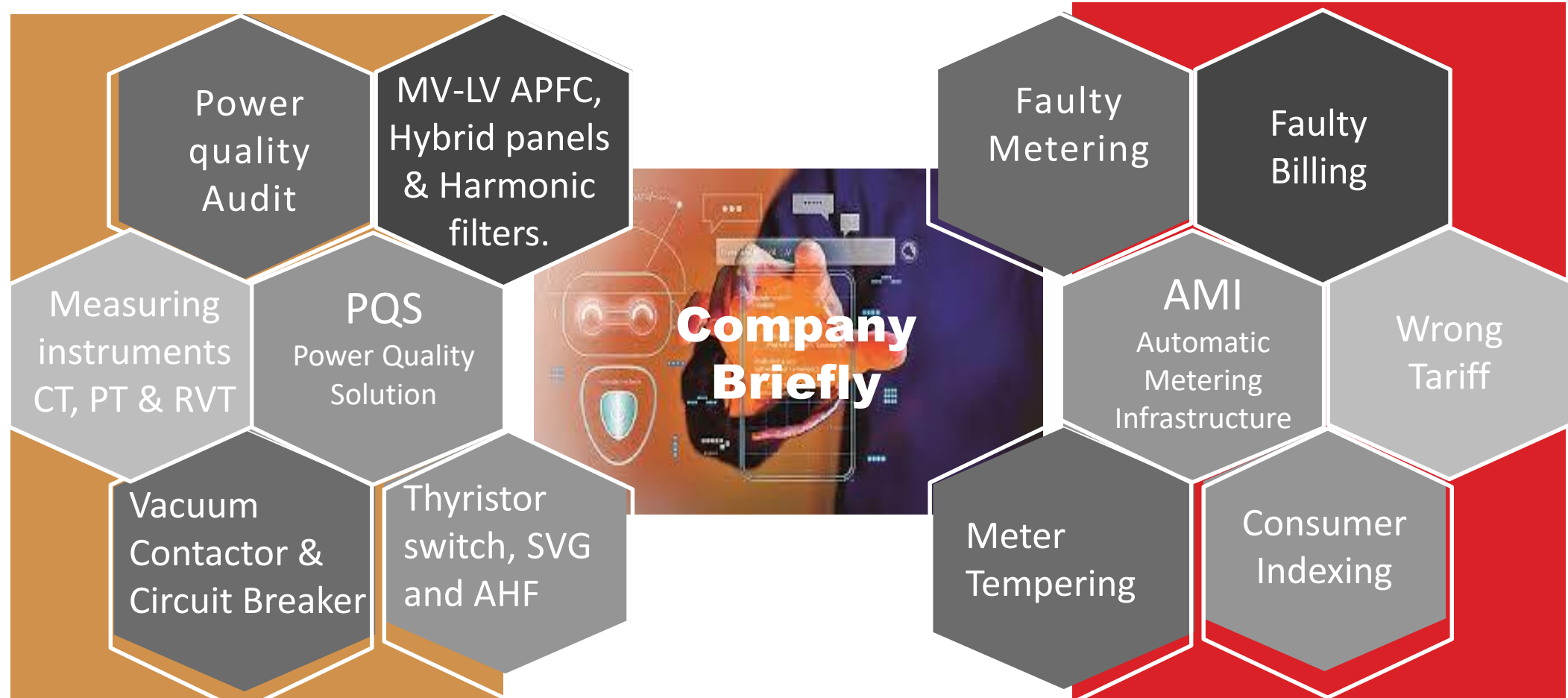
**The only company in
India with a
Robust and Distinctive
Product Technology.**

Diverse Portfolio of
Products and
Services.

Established and
Reliable Supplier
Relationships.

PQS solution and AMI
Infrastructure are the most
promising and growing





PQS – Power Quality Solution

AMI – Automatic Metering Infrastructure



PQS



Product initiative, by the company and promoters

✓ Manufactured India's first 11 kV Automatic Power Factor Control (APFC) Panel: The promoter of the company developed, and field tested the panel with Maharashtra DISCOM & eventually commercialised in India, now is a big market.

✓ Manufactured & Developed the 1st APFC Panel with Individual Step Protection: 11kV APFC with Individual Step Protection was installed.

✓ Inhouse Manufactured APFC Panel with Vacuum Circuit Breaker (VCB) as Incomer: The 11kV APFC Panel with VCB incomer along with MV APFC was manufactured & installed, with 11 kV Dry type capacitors in FIRST TIME IN INDIA.

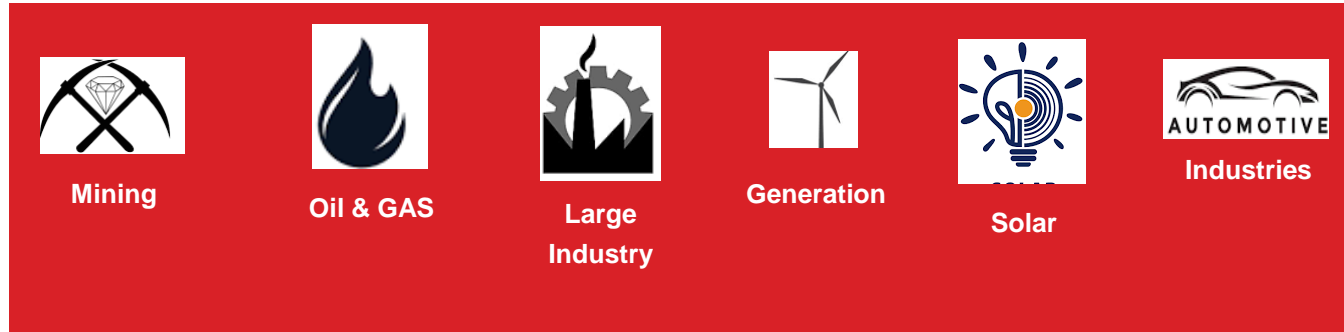
✓ Inhouse Developed & Manufactured APFC Panel with Draw-out Construction: The 11kV APFC Panel designed with Individual step protection was installed.

✓ We are the company manufacturing all major components required for the solution: Manufacture all type of component, which make us competitive and reliable.

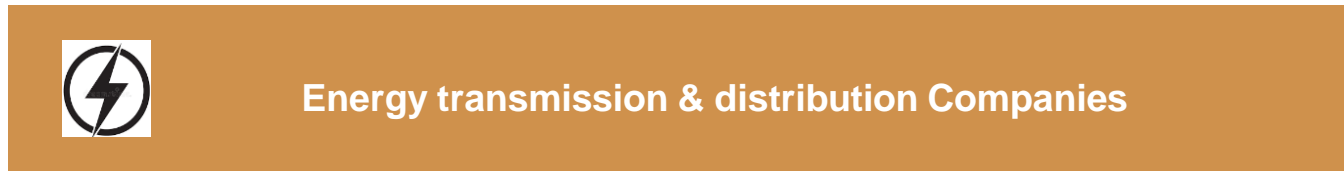


“Technology partnership with TDK India Pvt Ltd.”,

To reduce technical losses and improve the system efficiency, **AKANKSHA is providing PQS solutions to all the segments like:**



Now entering the large segment i.e.



A single window solution for reactive power compensation, starting from system design, component manufacturing, system integration and manufacturing, supply, commissioning and maintaining. To provide a single window “end to end solution” to take the responsibility of the **“total cost of ownership”**.



Components for Power Quality Solution





“Technology Partnership with TDK”

Our team is capable to do the system study PQS measurements. Collect the power quality parameters as per IEEE-519, Based on the data and analysis, design the system, manufacture the system, install at the site as well, online monitoring the performance, using our analytics portal. A Complete end to-end solution. We recognise every project as unique requirement for industry or utility company based on its load profile and purpose of use.

LOW VOLTAGE AND MEDIUM VOLTAGE CAPACITOR BANKS

BASIC BENEFITS

With our power quality solutions, we improve the power factor, we relieve the electrical distribution system, like TRANSFORMER, CABLE, SWITCHGEARS in the network. Prolong life-time for all the equipments in the network.

TECHICAL DATA

- ❖ Nominal Voltage: up to 36 kV, 50/60 Hz
- ❖ Nominal Power: up to 15 mVAR
- ❖ Assembly: Indoor / Out-door
- ❖ Installation: open rack, kiosks
- ❖ Step Configuration: Fixed single step, Variable switching steps.
- ❖ reactor: air, iron core, inrush current damping or de-tuned filters
- ❖ IEC 60871-1,2,4, IEC 60099-6 , IEC 60076-6, IEC 61869-2 IEC 60831, IEC 61921, IEC 60439



SINGLE OR MULTI STEP AUTOMATIC MV CAPACITOR BANK – STRUCTURE TYPE

- ✓ NOMINAL VOLTAGE: up to 36 kV, 50 Hz
- ✓ BANK : up to 10 mVAR
- ✓ Protection : Expulsion Fuses
- ✓ Inrush or filter reactors
- ✓ Switching: Capacitor Switch
- ✓ Single / double star with protection
- ✓ Out-Door version



MULTI STEPS AUTOMATIC MV CAPACITOR BANKS - INDOOR ASSEMBLY

- ✓ NOMINAL VOLTAGE: up to 12 kV, 50 Hz
- ✓ Step Configuration : up to 5 mVAR, in multiple steps.
- ✓ Protection : HRC Fuses
- ✓ Inrush or filter reactors
- ✓ Switching: Vacuum Contactor.
- ✓ Single / double star with protection
- ✓ Indoor / Out-Door version



PQS System to Improve Power Quality & Reduce Technical Losses

- APFC panels reduce operational losses
- They can sense and control the load continuously on real time basis

- They are easy to use as every operation is done automatically
- The panels can automatically identify the required capacitance and control the Power Factor & mitigate to reduce harmonics

MV APFC Panel



✓ Specifications:

- Nominal Voltage: 3.3kV, 6.6kV, 12 kV, 33kV
- Frequency 50 Hz / 60 Hz
- Cooling : Self Cooling / Forced cooling – as per the customer's requirement.
- Step Configuration: As per customer's requirement / Fixed.
- Protection: HRC Fuses / Explosion Fuses
- Reactor: As per customer's requirement (No reactor / 0.2 % / 6%)
- Switching: Vacuum Contactor
- Single / Double star with RVT or NCT protection
- Indoor / Out-Door version class: IP 4X / 5X

LV Hybrid APFC Panel



LV APFC Panel



✓ Specifications:

- Normal Voltage 440 Volts, 3 Phase, 50 Hz / 60 Hz
Protection class: IP 4X / 5X
- Cooling: Self-convection (take care of sufficient convection)/Forced Cooling
- Reactor: As per customer's requirement (No reactor / 0.2 % / 7% or 14 %)
- Switching: Contactor switched OR Thyristor switch (TSM)
- Using our TSM modules, we can give APFC panel with 1 kVAr Resolution for Dynamic Fast Fluctuating Load
- Combination of Static Var Generator (SVG) + Active Harmonic Filter (AHF) for most effective harmonic filtering and power factor improvement



AMI
a
Digital city



Thought attributed to reduction AT&C Losses

- APIL is one of the reputed name in Energy Distribution Management. The highlights of the meritorious performance is:
- APIL is working with the Distribution Management since 2020, started with a small consumer base of 16,500. The company adopted the best practices and IT tools, and bring a remarkable reform to the Distribution management.
- During this period of DF management, the company was exploring better DF management technology (including Smart Meter), landed with ADD group, “**the signature technology**”, to support for reduction of commercial losses in the Distribution System.

16,500 + to 40,570+ nos

No. of Customer base increased

2.9 to 2.4 MU

During the same period the Input Energy (Monthly Average) reduced

12 + to 23+ Hrs

Power Availability to the consumer increased

85.73 % to 12.45%

AT&C Loss reduced

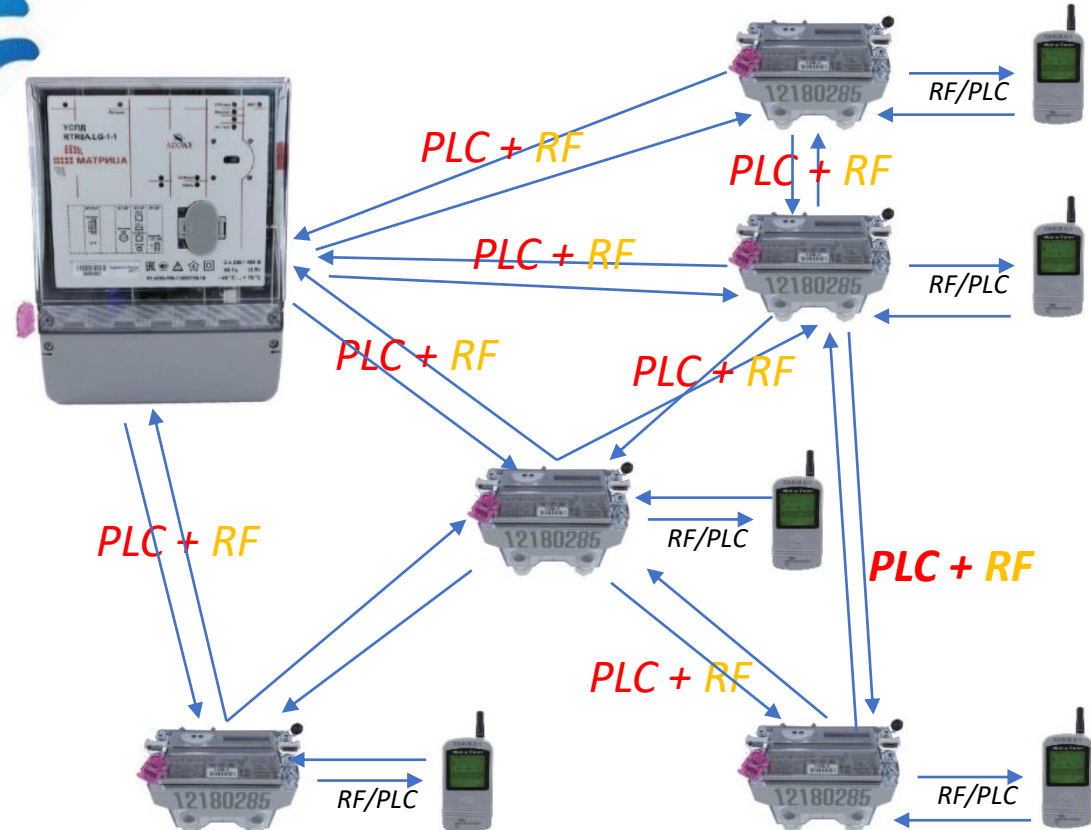
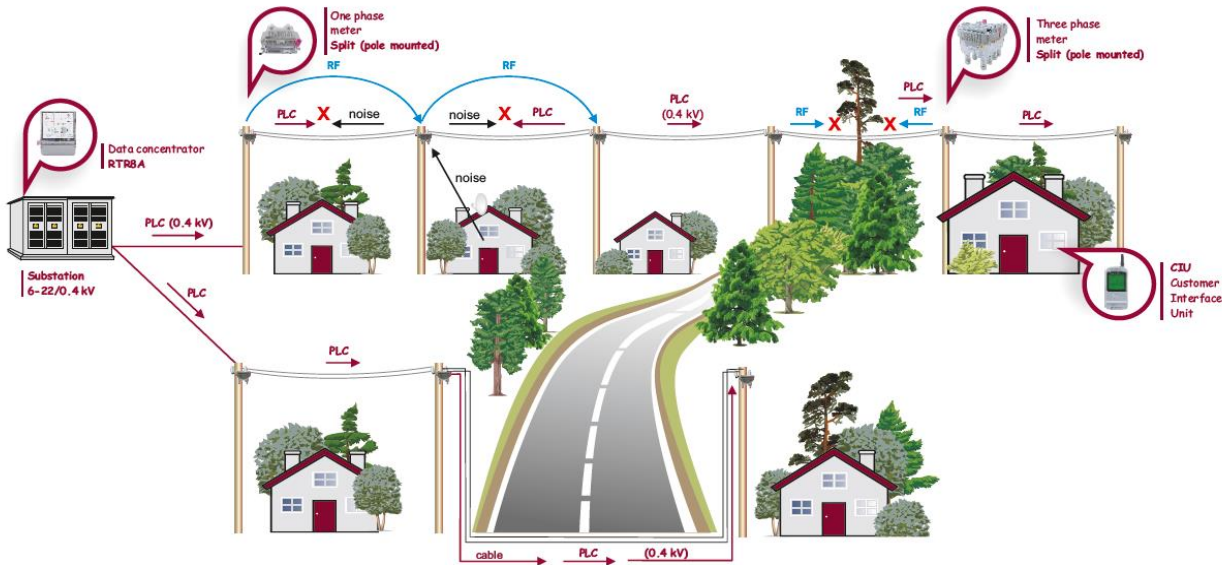


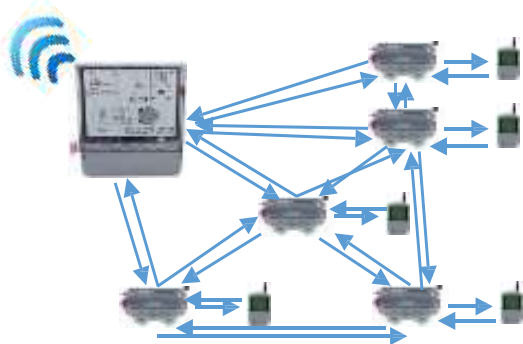
A Simple Architect?

Each device supports to establish the connection with other nodes via PLC or RF or PLC+RF "from device to device" (hop-by-hop mechanism).



Hybrid solution PLC + RF

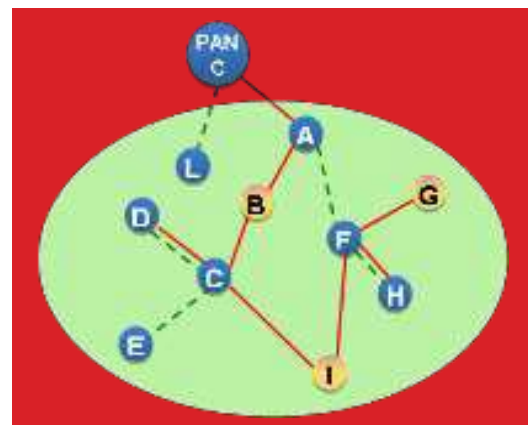




AMI better for Consumer indexing



Tamper & Bypass Resistance



Two Way Communication



Efficient Operation to Cut Cost

- **DRDHC, Dual Redundant Dynamic Hybrid Communicative solution based on power line carrier and Radio.**
- **The capability to make each distribution transformer work as an independent profit center**

The meters are split into two parts can't tamper or Bypass.

1. Measuring device – This portion is located at a remote place
2. Display Unit – Setup in the room to see the consumption parameters & messages

DRDHC communication, to ensure reliable and seamless communication

- Inbuild relay for remote switching capacity to take care of remote disconnection and limit the load.
- To limit the consumption of the consumers if required.

Most important part of the AMI is low operation cost. Since it works through Power line and free band Radio frequency, the communication cost up to the DCU level is Zero.

As the infrastructure AMI primarily work on PLC, is a hardware communication, the reliability is better. So, the total cost of ownership (TCO) is better.

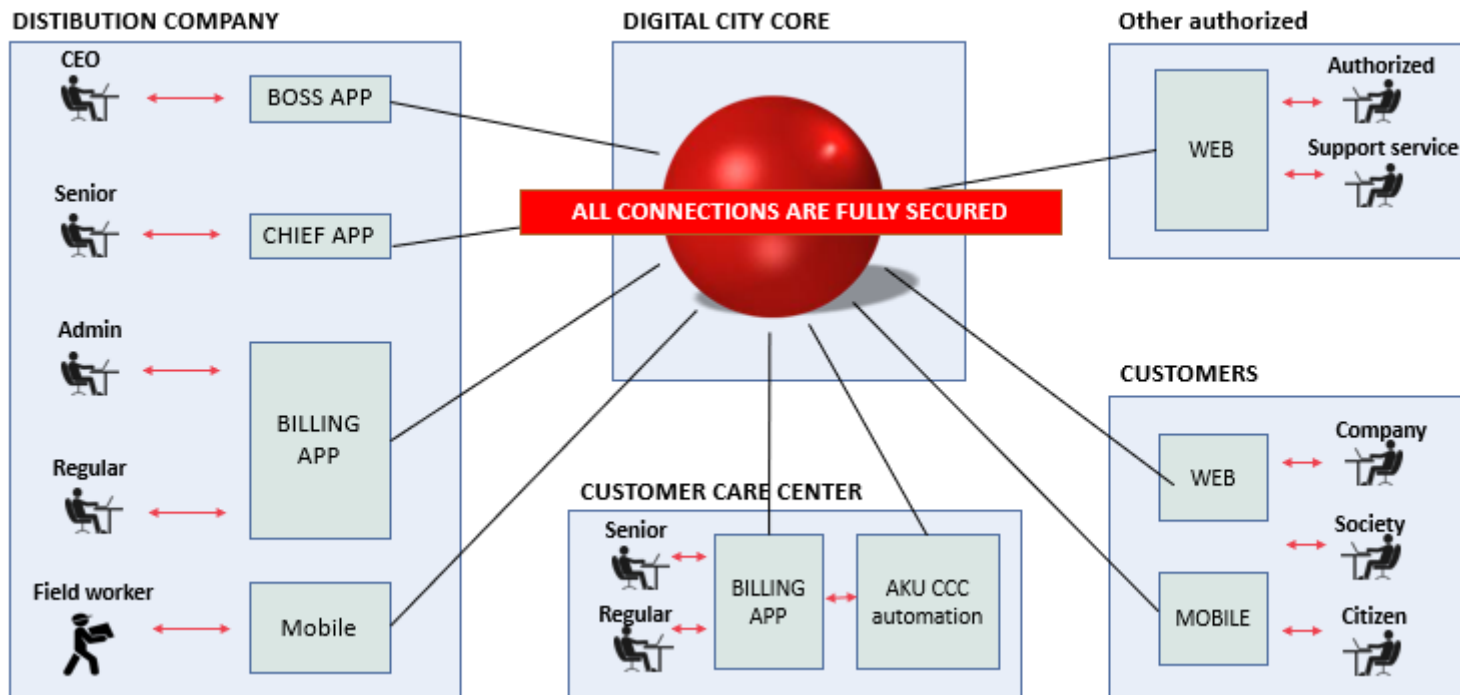
ELECTRICITY METERS



WATER METERS



UDREAM a Total solution





- APIL adheres to the required quality standards of the industry
- The production facilities and QMS are certified by IATF, AS, EMS and OSHAS
- APIL has International state of the art Testing Laboratory for all its products
- APIL is in the process to NABL qualification for its, electricity / water and Capacitor testing laboratory.

Key

ISO 14001:2015	ISO 45001:201	ISO 9001:2015
 	 	 

Scope of Certifications

01	BIS Certification, in line of IS 16444 for Smart electric meters	02	BIS certification in line to IS 13585 / IEC 60931 for LV APP Capacitors	03	Type tested as per the IS 13925 IEC 60871 for MV APP Capacitors	04	Type tested as per the IEC 62271 – 103: 2011 for Vacuum Contactor & VCB	05	Type tested as per IS 2705 – 1 (1992) for CT-PT and RVT	06	Type tested as per IEC 62271 – 200 -: 2021 approved for MV PQS system	07	Water meter MID directive 2014/32/EC
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National Awarding Company,
for its meritorious performance under Rural Distribution Franchisee.



Smart Meter National Programme (SMNP) aims to **replace 25 crore conventional meters with smart meters** in India.

The scheme is being implemented by Energy Efficiency Services Limited (EESL).

EESL is a joint venture of four National Public Sector Enterprises: NTPC Limited, PFC, REC, and POWERGRID, and was set up under the Ministry of Power.

The market is expected to reach **91.36 billion USD** at a **CAGR of 22.40%** from **2023 to 2030**.

APIL has the **Best SMART** electric meter, with DRDHC, **first time in India** technology assuring **100% data reliability with accuracy**.



Market Opportunity – (PQS)

- In Indian Power systems Non liner loads are increasing day by day by use of more electronics system in the network.
- At the same time the Government of India is putting all its effort on renewable energy, using Solar and Wind. Capex at 500 GW by 2030, at an investment of more than \$ 250 billion.
- Generation of energy and evacuation of energy to the consumers are two important aspects.
- Recently the government of India specifies to use **energy conditioner** by the renewable generators to push a clean power to the network, will give a boost to PQS segment.
- **Recently, Finance minister of India Mrs. Nirmala Sitaraman tweeted, gave ultimatum to PSU, Power generation, Transmission, and distribution companies to reduce power losses in next 6 – 9 months.**
- This will give a boost to products like Power Quality System, Use of Capacitors, and effective AMI infrastructure. **The market is anticipated to grow at a CAGR of 6.25% from 2023 to 2033, surpassing US\$ 69.65 billion by 2033.**
- APIL has the Best-in-class technology, Products & Solutions to offer solutions to Government and Private sector in this segment with proven track record and global partnership.



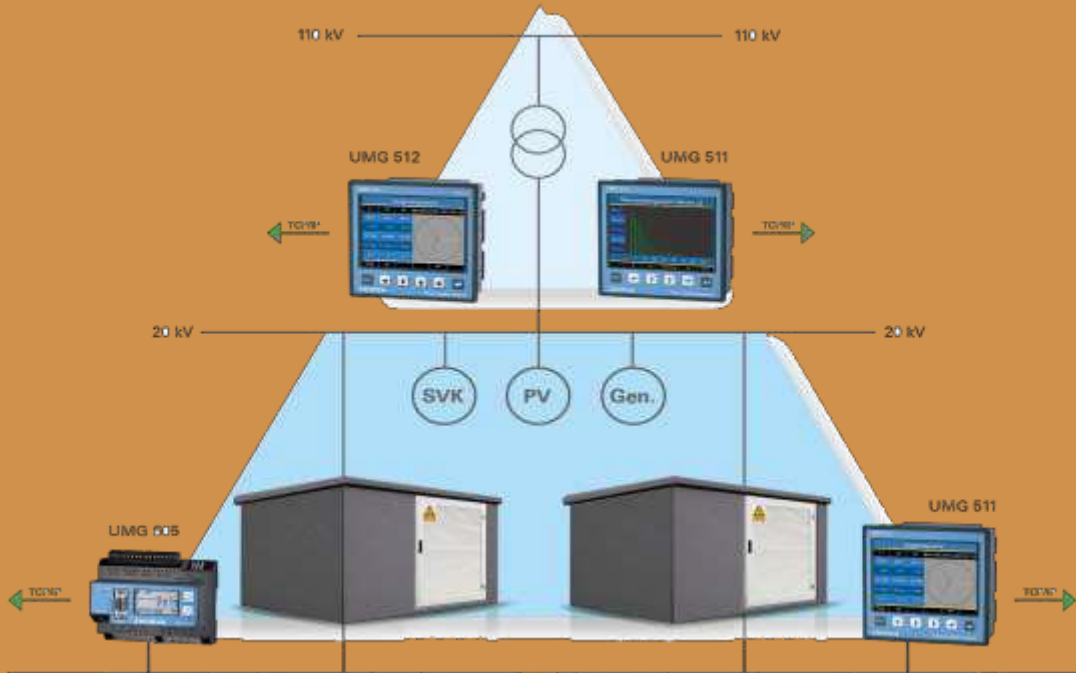
The focus and push for AT&C loss reduction, the commercial health of the DISCOM makes India the best time and market to be in **Power Quality Solution** and **AMI** infrastructure in India.

The Company is pioneering in both the product and technology, service and software. “a **TOTAL solutions**”.

India has 250 GW consumption (mix) as on date and is growing fast to expand its power mix from Thermal to Renewables. This has created a major demand for PQS solutions.

The Renewables is an International commitment for Green Initiatives and part of India's Energy security Programme.

The company is ready and has firm plans to grow organically and also seize Inorganic opportunities to **expand its business and is keen to roll-out its proven /tested product and solution In India and Overseas markets.**



Thank you

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